

Message Text

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ORIGIN ARA-10

INFO OCT-01 ISO-00 COME-00 XMB-02 TRSE-00 EB-07 H-01
DOTE-00 L-03 CIAE-00 INR-07 NSAE-00 AID-05 /036 R

DRAFTED BY ARA/AND/V:TWSONANDRES
APPROVED BY ARA/AND - MR. BARNEBEY
COMMERCE - JAY SMITH
ARA/AND - MR. MANLEY
EX-IM - MR. SIMONINI
TREASURY - MR. BITTNER
ARA/ECP - MR. TAHER
EB - MR. KAUZLARICH (INFO)
-----260220Z 044924 /73
R 252047Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY CARACAS

C O N F I D E N T I A L STATE 120927

E.O. 11652: GDS

TAGS: BTIO, VE

SUBJECT: INTER-AGENCY MEETING WITH PULLMAN INCORPORATED
REF: CARACAS 4773

1. ARA/AND HOSTED MAY 18 INTER-AGENCY MEETING, IN
RESPONSE TO PULLMAN REQUEST AND SENATOR PERCY'S INTEREST,
TO DISCUSS PULLMAN DESIRE TO HAVE THE PRESIDENT RAISE
ITS RAILROAD BID WITH PEREZ DURING JUNE STATE VISIT.
THERE WERE REPRESENTATIVES FROM STATE (ARA AND EB),
EX-IM, TREASURY, AND COMMERCE.

2. PULLMAN REPRESENTATIVES LED OFF WITH BRIEF SUMMARY
OF SUBWAY. DESPITE ITS FINISHING THIRD OR FOURTH IN BID-
DING, COMPANY BELIEVES IT IN QUOTE EXCELLENT UNQUOTE
POSITION FOR FINE TUNE FOLLOW-UP IN GOV SELECTION PROCESS.
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LATTER HAS NO SPECIFIC DATE, BUT PULLMAN OPINED ACTIVE
NEGOTIATIONS WOULD ENSUE THIS SUMMER FOLLOWED BY THREE
MONTH REVIEW BY MINISTRY COMMUNICATIONS AND PRESIDENT.

3. TURNING TO RAILROAD, PULLMAN CONSULTANT WILLIAM MOORE
SUMMARIZED PULLMAN BID AND, IF IT WON, ITS POTENTIAL
\$8-1U BILLION IMPORTANCE TO U.S. ECONOMY OVER NEXT

FIFTEEN YEARS. ON SPANISH-CANADIAN CONSORTIUM, HE NOTED

(1) TWO COUNTRIES HAD NOT EVEN MET, PERHAPS DUE TO

LANGUAGE PROBLEM OR, MORE LIKELY, CANADIAN DESIRE FOR ENTIRE BID AND (2) PRIME MINISTER TRUDEAU, HAVING MISSED 30-DAY DEADLINE TO RESPOND TO GOV-IMPOSED TWO-COUNTRY CONSORTIUM, IS NOW SEEKING TO HAVE PEREZ RECEIVE EMISSARY. RESPONDING TO QUESTIONS, MOORE ACKNOWLEDGED USEFULNESS IN HAVING OPPORTUNITY NOW TO PRESENT CASE (E.G., WILLINGNESS TO WORK WITH SPANISH CONSORTIUM) TO GOV. PULLMAN ALSO SAID IT WOULD BE USEFUL TO HOLD TALKS NOW AT MINISTERIAL LEVEL. DURING STATE VISIT, PULLMAN AGREED IT COULD MEET WITH PEREZ AT BUSINESS GATHERINGS IN CHICAGO OR NEW YORK, HOLD BILATERAL MEETING WITH PEREZ OR MINISTER IN CHICAGO, AND SHOW CAP OR MINISTER MODERN ATLANTA YARD OR BEST-IN-WORLD SOUTHERN RAILROAD TRAINING SCHOOL. NONETHELESS, MR. MOORE EMPHASIZED PULLMAN WANTED THE PRESIDENT TO RAISE BID WITH PEREZ, PARTICULARLY IN LIGHT OF TRUDEAU AND OTHER GOVERNMENT LEADER INTERVENTION.

4. WE RESPONDED THAT REQUEST WOULD BE CONSIDERED IN DAYS PRECEDING JUNE 20 DEADLINE FOR POSSIBLE SUBMISSION OF PRESIDENTIAL BRIEFING PAPER TO NSC. HOWEVER, WE POINTED OUT NUMEROUS FACTORS ARE INVOLVED IN MEETING PULLMAN REQUEST, INCLUDING (1) FACT PRESIDENT, NOT BUREAUCRACY, WOULD DECIDE WHAT IS RAISED; (2) ANY PROMOTION WOULD HAVE TO BE IN CONTEXT OF U.S. INDUSTRY AND NOT LIMITED TO ONE U.S. COMPANY IN ONE OF GOV BILLION DOLLAR BIDS; AND (3) ESPECIALLY THE CIRCUMSTANCES IN LATE JUNE, INCLUDING CONFIDENTIAL

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USEFULNESS OF A PRESIDENTIAL PITCH AT THAT TIME. PULLMAN AGREED THAT PITCH ONLY ONE OF NUMBER POSSIBLE STEPS TO PROMOTE ITS BID.

5. ACTION: PER REFTTEL, DEPARTMENT CONCURS WITH (1) APPROPRIATENESS OF TRYING TO OBTAIN HIGH LEVEL GOV APPOINTMENT SOONEST FOR PULLMAN OFFICIALS WHO SAY THEY ARE "READY TO GO TO CARACAS TOMORROW"; AND (2) INAPPROPRIATENESS OF ANY USG APPROACH AT THIS TIME TO HAVE GOV REOPEN THE BIDDING. VANCE

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